HOME SALES – FEBRUARY 1988

Existing and new home sales activity increased in response to lower interest rates and more positive economic news which drew many potential homebuyers back into the market after spending three months on the sidelines. Existing home sales rebounded 3.8 percent to a seasonally adjusted annual rate of 3.29 million units while new home sales bounced back 20.3 percent from January to a seasonally adjusted annual rate of 628,000 units.

Regionally, performances varied, with two regions reporting increases and two registering declines. Sales in the Northeast increased 8.2 percent to a seasonally adjusted annual rate of 660,000 units while activity in the South posted a 12.8 percent gain to a 1.23 million pace. On the other hand, sales in the Midwest fell 5.4 percent to an 870,000 rate while activity in the West slid 1.9 percent to a level of 520,000 units.

Three of the four regions posted sharp month-to-month rebounds in new home sales volume. In fact, double digit increases prevailed in the Northeast, Midwest, and South with sales in the South up the most – 42.9 percent to a five-month high of 263,000 units on a seasonally adjusted annual rate basis. Activity also took a big leap in the Northeast, up 29.3 percent to a 106,000 unit clip while the Midwest rose 18.2 percent to 104,000 units – the highest level since March 1987. By contrast, the West slipped 7.1 percent to a 12 month low of 156,000 units.

Inventory Available For Sale

The inventory of existing and new homes available for sale moved in opposite directions with the supply of existing homes increasing by 310,000 units to a total of 2,590,000. This is about even with the number of existing homes on the market a year ago (2,570,000) but a slightly greater supply when compared to the sales-to-inventory ratio of last month and the same month a year ago. The inventory of new homes on the market declined a modest 4,000 units to 365,000 from January.

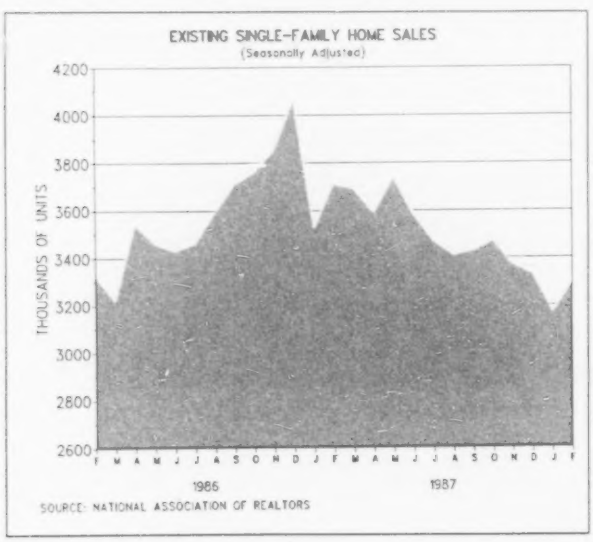
When viewed in terms of months' supply of homes on the market the supply of existing homes available for sale increased to 9.5 months while the supply of new homes tightened to 7.1 months reflecting the spurt in sales activity last month.

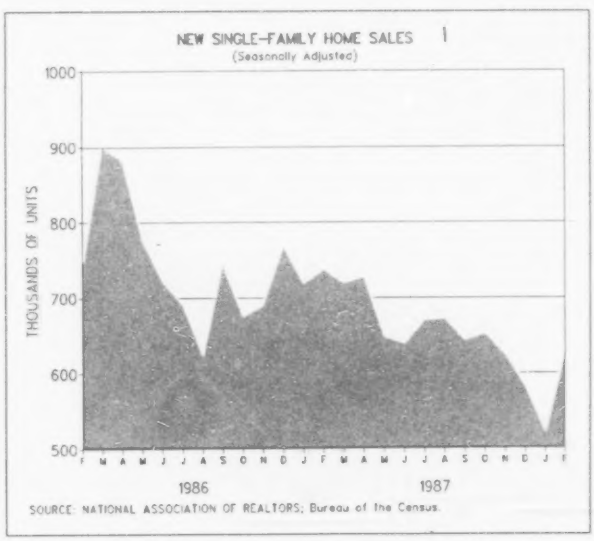
Housing Construction

Housing starts increased a relatively healthy 8.9 percent in February after reaching a 12-month low in January. Lower interest rates teamed up with a rosier consumer outlook to put some life into this floundering measurement of new home market activity.

New privately owned housing starts jumped by 122,000 units to a seasonally adjusted annual rate of 1,494,000 units. This increase was evenly spread across the various types of structures with single-family units gaining 9.3 percent to a 1,095,000 unit rate and starts for buildings with two-to-four and five units or more each registering a 7.8 percent gain in activity. These favorable reports for new units started, however, should not give way to unbridled rejoicing for they are still 17.4 percent below the level of a year ago.

When viewed on a regional basis, as in the case of new home sales, housing starts increased in all regions but the West. The South, as in the case of new home sales, posted by far the strongest month-to-month gain – 25.6 percent to a 579,000 unit annualized rate. The next strongest performers were the Midwest and the Northeast, up 13.8 percent to 255,000 units and 2.7 percent to 304,000 units, respectively. By contrast, starts in the West fell 9.0 percent to a 356,000 unit rate.





Home Sale Prices

Existing and new home prices moved in opposite directions in February. After drifting down to a seasonal low in October, existing home prices have climbed back up to match the all-time high of $88,300 reached in July 1987. This represents a 3.2 percent increase from February of last year. New home prices dropped a steep 15.3 percent to $110,800 after reaching an all-time high of $118,800 in January.

Regional comparisons show year-to-year price increases which vary widely. The Northeast continued to lead the pack with a gain of 11.9 percent to $140,800. The Midwest registered the smallest annual gain, a marginal $100 increase to $67,300. The South and the West posted moderate gains of 3.4 percent to $85,300 and 2.6 percent to $113,800, respectively.

Resale Housing Affordability

A decrease in mortgage interest rates was offset by the increase in the median price of an existing single-family home to nudge the Housing Affordability Index slightly lower to 113.0. At this index level a family earning the median family income of $31,384 had 113.0 percent of the income required to marginally qualify for a conventional loan covering 80 percent of the median existing home price of $88,300.

It is instructive to note that the spread between the fixed-rate index and the adjustable-rate index narrowed further in February. It now stands at 16.5 points, 3.1 points below the high of 19.6 reached in October. The closing of the differential between the two indexes with the fixed-rate index stabilizing points to a relative improvement in the affordability of fixed-rate mortgages and raises the question of whether the recent popularity of the ARM might be yielding to fixed-rate mortgages.

Condominium/Cooperative Resales

Since the apartment condominium/cooperative market is much smaller than either resale single-family homes or even newly built single-family structures, the data is tallied quarterly, with the most recent data coming for the closing months of 1987. Apartment condominium/cooperative sales declined nationally in the fourth quarter of 1987. Comparison with the third quarter of 1987 reveal a decrease of 30,000 units to a seasonally adjusted rate of 340,000 units, 8.1 percent below the prior quarter.

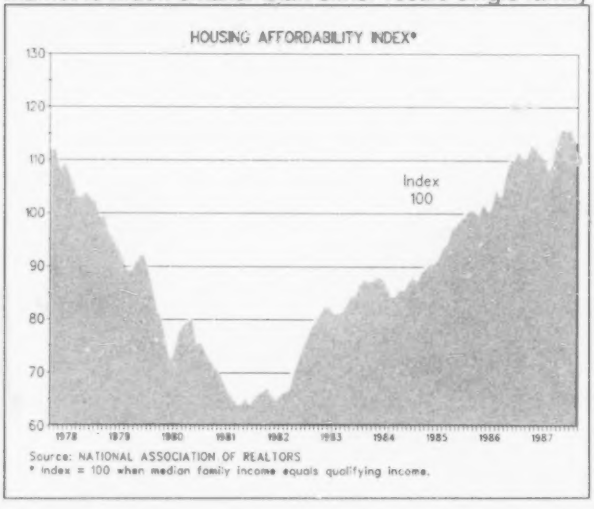
When viewing condo/co-op sales on a regional basis it is clear that the Northeast was the principle culprit behind the decline of the national statistic. Sales in the Northeast dropped 32,000 units to an annualized rate of 169,000 transactions, 15.9 percent below the third quarter pace and large enough alone to offset the combined gains of the other three regions. Further downside weight was applied by the Midwest which saw a 9,000 unit decrease to an annualized rate of 57,000 units, 13.6 percent below the third quarter. On the other hand the South posted a 8,000 unit gain to a seasonally adjusted rate of 81,000 transactions, up 11.0 percent, and the West reported a 33,000 unit gain, 6.5 percent above the previous quarter.

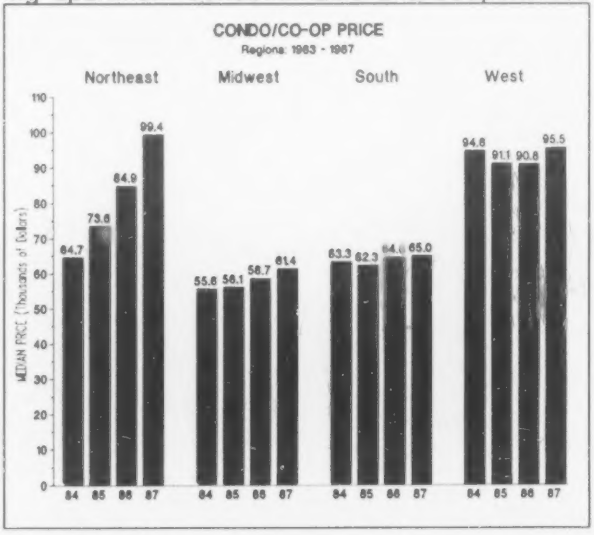
In the fourth quarter the national median price of apartment condos and co-ops registered a modest quarter-to-quarter decrease of $2,000 to $78,300. However, this price was still 3.6 percent above the same quarter of a year ago.

This decrease would have been larger had it not been for a fairly strong gain in the median price in the Northeast region where the median price rose 8.8 percent to $108,800. By contrast, the other three regions all reported decreases lead by the Midwest which posted a sharp drop of 10.8 percent to $58,700. The South also registered a fairly large decline of 6.0 percent to $59,100 while the decrease in the West was a modest 2.2 percent to $99,300.

State Home Resales

Nationwide existing single-family home sales including apartment condominiums and cooperatives





decreased slightly from the third quarter. Total volume for the United States decreased 80,000 units to a 3,730,000 seasonally adjusted annual rate, 2.1 percent below the previous quarter.

When viewed on a regional basis, quarter-to-quarter comparisons show that sales activity decreased in 30 states with 22 states and the District of Columbia being off 0.1 to 9.9 percent and seven dropping ten percent or more. On the other hand 17 percent were up 0.1 to 9.9 percent and only four gained ten percent or more.

The five states that were down the most were: Washington (-20.1 percent), Iowa (-16.9 percent), New Mexico (-14.1 percent), West Virginia (-11.2 percent), and Wisconsin (-11.2 percent). The five states that showed the greatest gain were: Wyoming (20.4 percent), Kentucky (15.3 percent), Idaho (13.5 percent), Montana (9.3 percent), and New Hampshire (6.7 percent).

Metropolitan Home Prices

While regional comparisons of home prices are useful, they are only broad measurements of price activity, and it is instructive to take a look at the actual prices for some of the metropolitan areas within their respective regions to get a more accurate understanding of the existing range of prices. For example, with the national median at $88,300, the Northeast region, with a median price of $140,800, is often regarded as "the" high priced region. Yet, there are a number of areas within the region where prices are relatively moderate, and indeed below the national median. Specific examples are: Buffalo/Niagara Falls at $59,200 and Syracuse at $70,000. On the other end of the scale are the higher priced areas which include New York/Northern New Jersey/Long Island at $185,000 and Boston at $177,500.

Similar examples can be found in the other three regions. The next highest priced region is the West, posting a median of $133,800, where the two most costly areas are Orange County(Anaheim/Santa Ana MSA) at $174,500; and San Francisco at $176,000. The three lowest in the West are Portland at $66,300; Salt Lake City/Ogden at $67,900; and Las Vegas at $76,700.

The South is much lower priced than the West with a median of $85,300. The two most costly areas are Washington, DC at $121,500 and West Palm Beach/Boca Raton/Delray Beach at $102,400 while the two lowest are Louisville at $51,500 and El Paso at $58,600.

Prices are lowest in the Midwest region – a median price of $67,300. The two highest areas in the Midwest are Chicago ($91,500) and Minneapolis ($80,600).The two lowest are Des Moines ($52,100) and Toledo ($54,700).

STATE HOME RESALES
(Change from 3rd Quarter 1987)

Down 10% or More	Down 0.1 – 9.9%		Up 0.1 – 9.9%		Up 10% or More
Georgia	Alaska	Massachusetts	Alabama	New Hampshire	Idaho
Iowa	Arizona	Mississippi	California	North Dakota	Kentucky
New Jersey	Arkansas	Nevada	Florida	Ohio	Wisconsin
New Mexico	Colorado	North Carolina	Kansas	Oregon	Wyoming
New York	Connecticut	Oklahoma	Louisiana	South Dakota	
Washington	Delaware	Pennsylvania	Maryland	Virginia	
West Virginia	District of Columbia	Rhode Island	Michigan		
	Hawaii	South Carolina	Minnisota		
	Illinois	Tennessee	Missouri		
	Indiana	Texas	Montana		
	Maine	Utah	Nebraska		
		Vermont			

METROPOLITAN HOME SALES PRICE
(Change from 4th Quarter 1986)

Down	Up 0.1 - 4.9%	Up 5.0 - 9.9%	Up 10% or More
Albuquerque	Akron	Boston	Albany/Schenectady/Troy
Baton Rouge	Cleveland	Chicago	Orange County(Anahiem/Santa Ana MSA)
Dallas/Ft. Worth	Denver	Columbus	Baltimore
Des Moines	El Paso	Detroit	Birmingham
Houston	Ft. Lauderdale/ Hollywood/ Pompano Beach	Indianapolis	Buffalo/Niagara Falls
Las Vegas	Jacksonville	Kansas City	Grand Rapids
Louisville	Miami/Haileah	Memphis	Hartford
Oklahoma City	Milwaukee	Nashville/Davidson	Los Angeles Area
Omaha	Minneapolis/St. Paul	Orlando	New York/Northern New Jersey/ Long Island
Philadelphia	Phoenix	Portland	Providence
Salt Lake City/Ogden	St. Louis	Rochester	San Diego
San Antonio	Tampa/St. Petersburg/ Clearwater	San Francisco Bay Area	Washington, DC
Tulsa		Syracuse	West Palm Beach/Boca Raton/ Delray Beach

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates) Existing	New	Number of Homes Available for Sale (End of Period) Existing	New	Months' Supply of Homes on the Market Existing	New	Median Sales Price of Single-Family Homes Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987[r]		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Feb	3,710,000	738,000	2,570,000	358,000	8.3	6.1	$85,600	$ 95,200
	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	85,200	98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	86,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov[r]	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec[r]	3,330,000	582,000	2,160,000	365,000	7.8	7.7	85,400	110,000
1988	Jan[r]	3,170,000	522,000	2,280,000	369,000	8.6	8.7	$87,400	$118,000
	Feb[p]	3,290,000	628,000	2,590,000	365,000	9.5	7.1	88,300	110,800

r Revised p Preliminary n/a not available * not applicable
Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
			Seasonally Adjusted Annual Rates					Not Seasonally Adjusted			
1987	Feb	3,710,000	720,000	1,100,000	1,290,000	600,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	116,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan[r]	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb[p]	3,290,000	660,000	870,000	1,230,000	520,000	220,000	40,000	64,000	83,000	34,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES (Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$ 29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Feb	$387.7	$ 99.2	$83.2	$126.6	$78.7	$25.3	$5.7	$5.9	$8.2	$5.0
	Mar	383.3	103.0	84.0	122.2	74.6	34.0	8.1	7.9	10.8	6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	5.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan[r]	$344.8	$89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$7.2	$4.2
	Feb[p]	361.9	100.6	66.8	127.2	69.6	24.2	6.0	5.0	8.6	4.5

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES (Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
		Median					Average (Mean)				
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987[r]		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Feb	$85,600	$125,800	$67,200	$82,500	$110,900	$105,000	$138,700	$75,600	$ 98,000	$130,500
	Mar	85,200	128,900	68,300	81,200	105,900	104,000	142,200	77,600	94,000	126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan[r]	$87,400	$131,500	$67,800	$80,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb[p]	88,300	140,800	67,300	85,300	113,800	110,100	151,900	77,000	103,500	133,600

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS (Percentage Distribution)

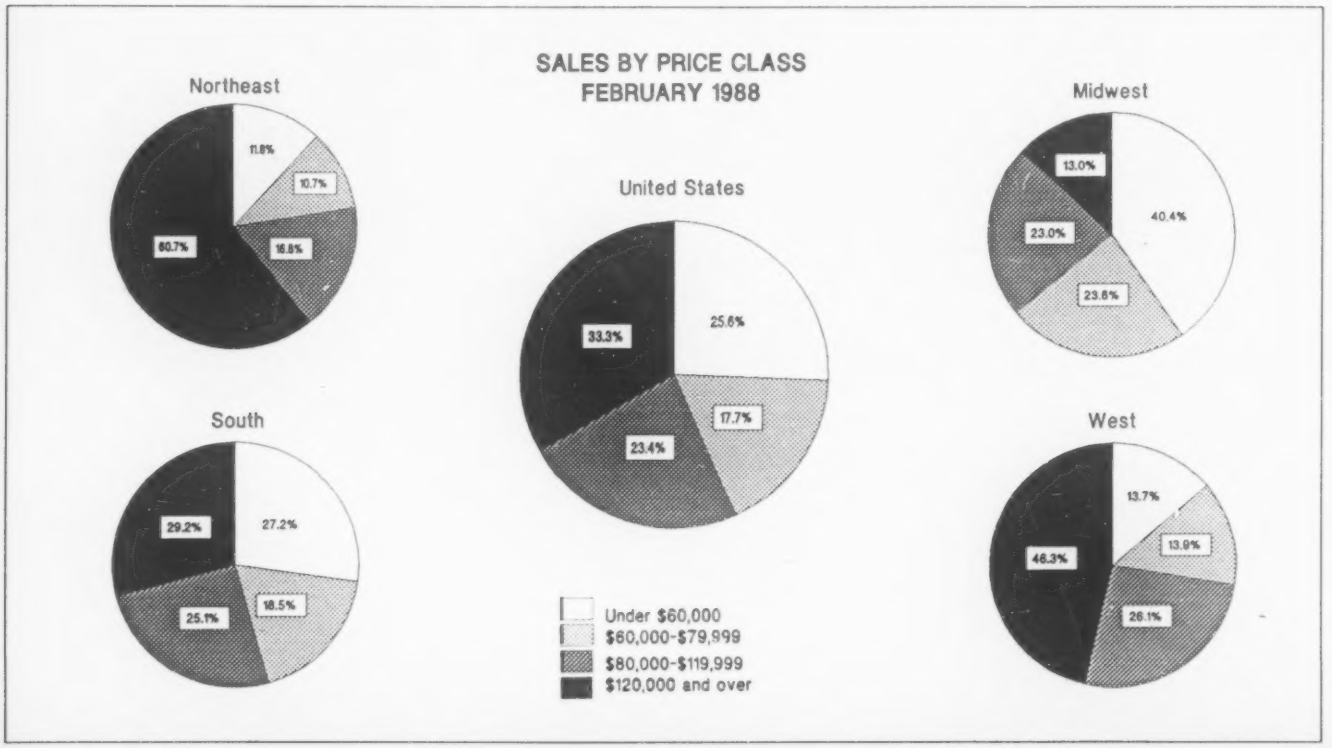
Price Class	Feb 1984	Feb 1985	Feb 1986	Feb 1987[r]	Feb 1988[p]
$ 19,999 or under	2.2	1.9	1.7	1.5	2.0
$ 20,000-$ 29,999	3.8	3.3	2.8	2.3	2.7
$ 30,000-$ 39,999	7.5	6.7	5.7	4.7	4.9
$ 40,000-$ 49,999	10.7	9.4	8.8	7.5	7.5
$ 50,000-$ 59,999	12.0	11.8	11.2	9.0	8.5
$ 60,000-$ 69,999	12.3	12.5	11.7	10.2	9.3
$ 70,000-$ 79,999	10.7	10.8	10.7	9.9	8.4
$ 80,000-$ 89,999	8.5	9.0	9.0	8.6	8.2
$ 90,000-$ 99,999	6.2	6.4	6.8	6.9	6.1
$100,000-$119,999	8.7	8.7	8.9	9.4	9.1
$120,000-$159,999	9.7	10.8	11.7	13.7	13.9
$160,000-$199,999	3.6	4.1	5.1	7.3	8.0
$200,000-$249,999	1.9	2.1	2.7	4.1	4.6
$250,000 and over	2.2	2.5	3.2	5.1	6.8
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$71,400	$74,000	$77,400	$85,600	$88,300

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS FEBRUARY 1988[p] (Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	18.0	14.0	20.8	15.4	23.3
3 Bedrooms	54.1	48.4	53.8	56.4	48.6
4 Bedrooms or more	27.9	37.6	25.4	28.2	29.1
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS FEBRUARY 1988[p] (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	2.0	1.1	3.8	1.7	0.8
$ 20,000 - $ 29,999	2.7	0.9	5.0	2.7	0.9
$ 30,000 - $ 39,999	4.9	1.7	8.0	5.7	1.8
$ 40,000 - $ 49,999	7.5	3.2	11.9	8.0	4.1
$ 50,000 - $ 59,999	8.5	4.8	11.7	9.1	6.1
$ 60,000 - $ 69,999	9.3	5.4	13.3	9.6	6.6
$ 70,000 - $ 79,999	8.4	5.3	10.3	8.9	7.3
$ 80,000 - $ 89,999	8.2	5.9	10.0	8.4	7.3
$ 90,000 - $ 99,999	6.1	3.8	6.0	6.7	6.9
$100,000 - $119,999	9.1	7.1	7.0	10.0	11.9
$120,000 - $159,999	13.9	19.9	7.4	13.8	18.5
$160,000 - $199,999	8.0	16.1	2.9	6.8	10.2
$200,000 - $249,999	4.6	10.4	1.4	3.5	6.3
$250,000 and over	6.8	14.3	1.3	5.1	11.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$88,300	$140,800	$67,300	$85,300	$113,800

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Feb	$85,600	9.21%	$561	22.7%	$29,732	$26,946	110.3	107.6	117.2
Mar	85,200	9.09	553	22.2	29,868	26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	567	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan[r]	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb[p]	88,300	9.20	$579	22.1	31,384	27,772	113.0	103.2	119.7

r Revised
p Preliminary
* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.
** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987[r]		361,000	189,000	64,000	78,000	31,000
1986[r]	III	341,000	176,000	62,000	72,000	32,000
	IV	396,000	209,000	67,000	81,000	38,000
1987[r]	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000

r revised

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987[r]		3,887,000	874,000	1,023,000	1,360,000	630,000
1986[r]	III	3,930,000	870,000	1,050,000	1,370,000	650,000
	IV	4,250,000	960,000	1,100,000	1,470,000	720,000
1987[r]	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000

r revised

MEDIAN SALES PRICE OF APARTMENT CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$61,300	$55,200	$62,000	$97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987[r]		77,800	98,300	61,700	64,100	97,200
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987[r]	I	$71,600	$85,600	$59,300	$61,500	$89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300

r revised

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987r	1986r	1987r			
				IV	I	II	III	IV
Alabama	59.7	60.8	60.2	67.2	66.5	62.5	56.5	56.5
Alaska	10.0	6.1	7.7	5.6	4.8	7.7	9.4	8.9
Arizona	71.7	73.8	62.0	70.5	49.4	65.3	67.9	62.6
Arkansas	49.8	52.8	48.2	56.8	54.0	50.7	45.7	43.7
California	407.2	484.6	507.0	579.1	439.3	570.1	507.2	515.1
Colorado	49.3	47.5	49.7	54.7	57.9	58.7	42.6	41.0
Connecticut	56.0	52.0	52.0	63.8	52.7	50.8	54.0	49.4
Delaware	12.3	12.9	13.7	13.2	14.1	13.8	13.4	13.3
District of Columbia	9.9	11.6	10.3	12.1	12.4	9.9	9.6	9.1
Florida	151.3	169.4	182.6	199.6	177.6	182.0	182.0	186.4
Georgia	65.1	75.1	89.7	84.0	84.0	101.1	90.6	81.1
Hawaii	7.9	10.0	11.6	13.6	10.8	12.7	11.5	10.8
Idaho	11.5	11.3	10.9	11.7	12.7	11.1	9.6	10.9
Illinois	140.5	179.2	178.2	189.9	176.3	174.4	182.1	178.2
Indiana	90.1	86.1	88.0	92.9	96.1	95.0	82.5	78.3
Iowa	39.5	46.1	51.8	47.8	55.5	47.8	56.8	47.2
Kansas	47.4	54.4	54.1	57.7	61.7	55.4	49.0	49.0
Kentucky	57.7	58.6	63.6	65.4	55.0	61.5	63.4	73.1
Louisiana	44.1	34.0	40.7	36.4	49.5	39.2	37.1	38.5
Maine	27.1	30.8	35.0	36.4	29.8	38.7	35.4	33.4
Maryland	80.9	86.9	75.5	96.5	71.4	73.4	76.1	79.5
Massachusetts	80.5	84.6	99.6	90.9	90.3	109.2	99.1	97.2
Michigan	167.2	186.6	169.9	190.8	196.5	177.6	151.2	151.2
Minnesota	73.9	96.8	89.3	87.1	109.9	77.4	76.7	77.4
Mississippi	35.5	34.2	34.3	37.0	38.6	35.1	32.7	32.0
Missouri	85.8	88.4	88.6	97.5	98.5	90.4	81.3	83.3
Montana	11.1	11.9	11.6	11.6	11.0	12.6	10.8	11.8
Nebraska	24.5	25.5	23.3	26.5	30.6	25.8	20.0	21.0
Nevada	10.0	11.0	11.6	10.4	9.6	12.2	13.1	11.8
New Hampshire	19.3	20.3	23.3	22.7	21.7	15.1	19.4	20.7
New Jersey	148.8	159.6	156.9	153.3	162.2	167.6	156.0	138.9
New Mexico	19.8	19.5	20.0	22.7	21.3	21.9	19.9	17.1
New York	190.7	216.8	221.0	239.0	240.9	239.0	214.4	191.6
North Carolina	123.3	139.2	139.7	150.8	147.1	143.3	139.5	130.0
North Dakota	8.9	9.5	11.4	11.8	15.3	11.4	10.0	10.2
Ohio	162.5	179.9	187.7	199.3	195.4	203.1	172.2	174.1
Oklahoma	46.8	49.4	44.4	46.1	43.8	41.5	46.1	45.3
Oregon	39.3	45.0	48.2	51.9	49.3	48.0	47.4	47.4
Pennsylvania	210.8	258.3	261.9	294.8	269.4	237.7	278.9	264.7
Rhode Island	13.2	13.5	13.4	14.7	13.2	14.1	13.5	12.5
South Carolina	52.6	58.0	63.3	69.7	54.6	74.9	62.6	58.4
South Dakota	11.3	13.2	13.0	12.9	13.5	12.8	12.9	13.1
Tennessee	99.2	112.0	110.1	124.3	117.9	115.5	107.6	102.0
Texas	203.8	198.9	222.2	232.1	218.0	220.8	226.5	223.6
Utah	15.5	14.6	14.5	15.4	16.8	14.3	14.0	13.5
Vermont	9.9	12.4	14.9	15.1	15.2	17.8	13.7	12.4
Virginia	107.2	130.4	113.8	125.7	121.3	112.5	109.1	111.4
Washington	43.8	50.6	45.8	59.3	47.1	45.4	49.7	39.3
West Virginia	37.7	39.7	40.4	39.3	46.4	42.1	38.4	34.1
Wisconsin	65.5	76.9	67.5	80.4	79.7	70.1	59.0	65.6
Wyoming	6.5	6.1	6.0	6.4	6.7	6.6	4.9	5.9

* Provided by the California Association of REALTORS®.
r Revised

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*
(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1985	1986	1987r	1986r	1987r			
				IV	I	II	III	IV
Akron	$ 52.7	$ 56.2	$ 57.1	$ 56.7	$ 54.7	$ 56.9	$ 57.8	$ 58.1
Albany/Schenectady/Troy	60.3	72.7	86.4	76.3	80.1	86.5	88.6	90.3
Alburquerque	76.8	81.6	82.6	82.0	83.1	82.5	84.4	79.8
Orange County(Anaheim/Santa Ana MSA)**	136.2	147.7	166.9	152.4	156.1	167.3	167.7	174.5
Baltimore	72.6	74.0	81.1	74.3	81.0	76.8	81.9	84.3
Baton Rouge	74.6	70.9	67.8	68.5	68.3	68.1	69.2	65.5
Birmingham	64.5	68.3	71.6	66.7	67.5	72.7	71.6	73.9
Boston	134.2	159.2	177.2	167.8	17.0	176.2	182.2	177.5
Buffalo/Niagara Falls	46.7	52.4	56.7	53.5	55.6	56.8	56.6	59.2
Chicago	81.1	86.1	90.8	85.8	85.7	90.9	91.2	91.5
Cincinnati	60.2	n/a	66.1	n/a	63.8	65.9	66.9	69.1
Cleveland	64.4	66.9	68.1	65.1	62.9	68.8	68.5	67.6
Columbus	62.2	65.5	68.7	64.0	66.9	67.2	72.7	69.3
Dallas/Ft. Worth	87.7	92.8	89.2	89.8	91.2	90.0	89.3	85.8
Denver	84.3	86.4	88.9	85.8	89.9	88.2	91.0	86.5
Des Moines	52.5	55.9	55.6	55.0	55.9	56.8	56.2	52.1
Detroit	51.7	58.1	65.6	60.1	64.3	66.2	65.9	66.3
El Paso	57.6	59.0	59.2	58.5	58.0	58.0	62.6	58.6
Ft.Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.6	77.7	76.6	79.7	80.8	80.6
Grand Rapids	46.7	50.4	63.5	49.7	51.7	53.4	54.0	55.7
Hartford	99.6	129.0	157.4	134.6	136.6	157.0	165.4	163.9
Houston	78.6	69.9	65.9	67.6	64.7	67.4	67.3	62.8
Indianapolis	55.0	59.0	62.5	57.5	61.6	63.8	62.8	60.7
Jacksonville	58.4	62.8	65.1	62.7	62.7	65.8	66.3	65.2
Kansas City	61.4	65.4	69.8	65.1	72.9	71.1	69.2	68.5
Las Vegas	75.1	77.5	77.0	78.5	76.1	77.9	76.7	76.7
Los Angeles Area **	n/a	128.8	139.5	130.2	130.1	139.6	145.4	145.2
Louisville	50.6	51.7	51.7	51.9	52.1	53.4	53.3	51.5
Memphis	64.6	70.6	75.0	69.9	70.6	76.9	75.2	76.3
Miami/Hialeah	80.5	81.1	81.1	79.1	74.7	84.4	83.5	80.4
Milwaukee	67.5	69.9	70.5	69.2	67.8	71.7	70.9	70.8
Minneapolis/St Paul	75.2	77.9	80.5	77.4	80.4	80.2	80.9	80.6
Nashville/Davidson	66.1	70.8	75.5	71.7	73.4	75.6	75.7	77.2
New York/Northern New Jersey/Long Island	134.0	160.6	183.5	167.6	169.4	183.0	190.3	185.1
Oklahoma City	64.7	63.0	62.3	62.9	62.4	65.2	61.4	59.5
Omaha	58.3	58.8	59.0	58.8	57.8	60.0	59.7	57.5
Orlando	70.3	72.5	76.2	72,1	73.6	76.4	72.9	78.7
Philadelphia	70.8	74.5	81.5	77.1	79.8	84.6	84.5	76.9
Phoenix	74.7	78.4	80.9	77.9	78.4	81.4	82.7	80.4
Portland	61.5	62.6	64.2	62.5	62.7	64.3	64.0	66.3
Providence	67.5	87.6	121.4	96.4	102.8	119.7	126.6	127.6
Rochester	64.2	68.3	72.5	69.1	69.5	72.3	74.1	72.8
St. Louis	65.7	70.9	74.3	71.9	71.9	74.7	75.7	73.3
Salt Lake City/Ogden	66.7	68.5	69.4	69.0	68.1	69.5	71.1	67.9
San Antonio	67.7	69.2	70.2	70.2	67.6	72.6	72.1	67.6
San Diego**	106.4	118.2	128.8	118.8	121.1	127.1	131.7	131.8
San Francisco Bay Area **	n/a	n/a	171.4	164.8	161.3	169.9	175.9	176.0
Syracuse	58.8	64.3	68.9	66.4	65.2	68.1	71.3	70.0
Tampa/St.Petersburg/Clearwater	58.4	61.1	63.8	62.4	59.8	64.9	65.0	63.4
Toledo	51.9	56.0	56.3	53.2	53.4	58.2	56.9	54.7
Tulsa	66.7	65.5	65.7	63.4	64.1	67.4	66.7	63.1
Washington, DC	97.1	101.6	114.2	104.1	106.2	115.0	117.7	121.5
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	102.6	90.9	96.9	108.8	99.1	102.4

n/a Not Available

* All areas are metropolitan statistical areas (MSA) a defined by the US Office of Management and Budget.They include the named central city and surrounding areas.

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NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of Units)

Year		Total	In structures with — 1 unit	2 to 4 units	5 units or more	Regions Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987[r]		1,621	1,146	66	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987	Feb	1,809	1,285	74	450	288	360	670	491
	Mar	1,723	1,206	85	432	292	348	615	468
	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	648	431
	Dec[r]	1,399	1,035	51	313	222	281	576	320
1988	Jan[r]	1,372	1,002	51	319	296	224	461	391
	Feb[p]	1,494	1,095	55	344	304	255	579	356

r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	90	321	190					
1987[r]		671	117	98	272	186					
			Seasonally Adjusted Annual Rates				Not Seasonally Adjusted				
1987	Feb	740	126	135	290	188	59	9	9	25	17
	Mar	720	124	106	290	200	73	11	11	30	21
	Apr	733	116	115	301	201	72	10	12	29	20
	May	649	110	86	271	183	62	11	9	25	17
	Jun	641	97	97	268	179	58	9	9	24	15
	Jul	671	117	93	269	191	55	10	8	22	15
	Aug	675	114	88	276	198	56	9	8	22	16
	Sep	644	116	76	271	181	52	10	6	22	13
	Oct	659	118	101	243	197	52	10	8	18	16
	Nov[r]	625	154	89	206	176	43	12	6	14	12
	Dec[r]	582	76	98	238	170	37	5	5	16	11
	Jan[r]	522	82	88	184	168	39	5	5	15	14
	Feb[p]	628	106	104	263	156	53	8	7	23	14

Components may not agree with totals due to rounding.
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF FEBRUARY
(Percentage Distribution)

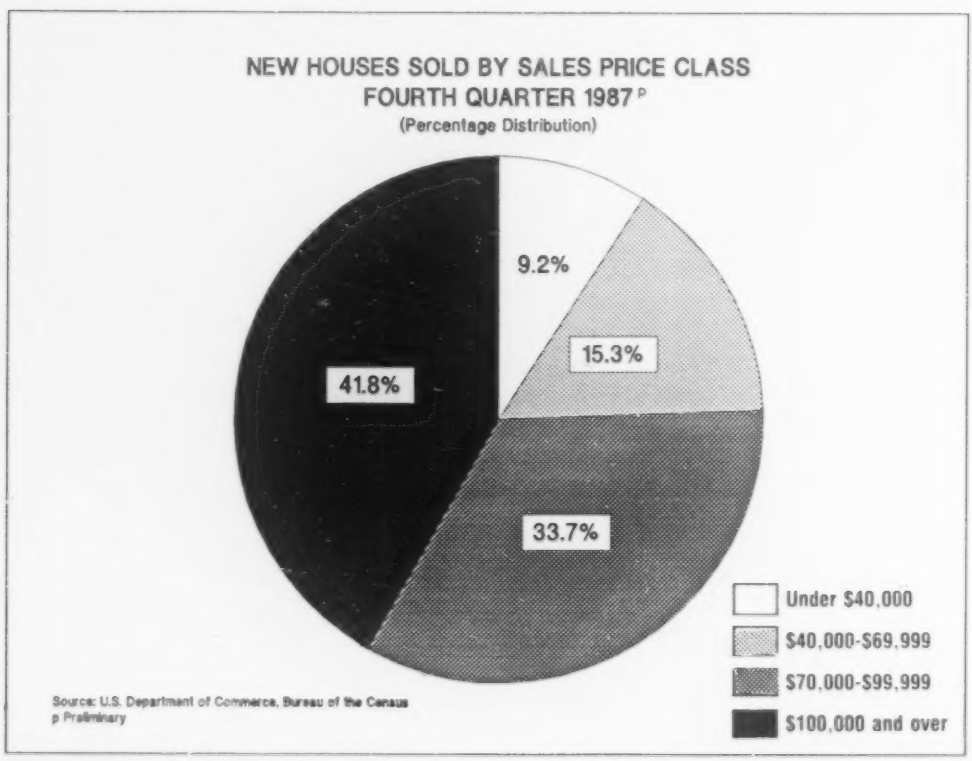
Price Class	Feb 1984	Feb 1985	Feb 1986	Feb 1987	Feb 1988[p]
Under $60,000	20	20	13	11	8
$60,000 to $79,000	32	28	25	21	17
$80,000 to $99,999	19	22	21	22	16
$100,000 to $119,999	9	9	14	13	15
$120,000 to $149,999	11	10	11	10	13
$150,000 and over	9	11	16	24	30
Median Sales Price	$79,200	$82,000	$89,700	$96,300	$110,000

Source: Census Bureau, U.S. Department of Commerce.

NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987[p]
(Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
Under $60,000	9	**	19	11	6
$60,000 to $79,000	15	**	14	23	13
$80,000 to $99,999	20	25	29	36	36
$100,000 to $119,999	13				
$120,000 to $149,999	15	75	39	30	46
$150,000 and over	28				
Median Sales Price	$110,000	$140,000	$98,000	$88,500	$115,000

** Insufficient Sample Size
p Preliminary
Source: Census Bureau, U.S. Department of Commerce.



NATIONAL ASSOCIATION OF REALTORS®
Economics & Research Division
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Washington, D.C. 20005

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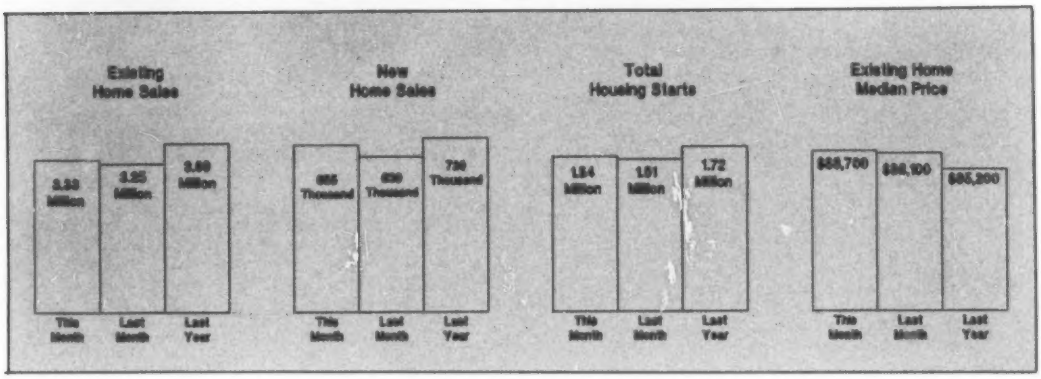
Vol. 2, No. 4 April 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Housing markets perked up for the second month in a row. Continuing low interest rates helped push existing single-family home sales up 2.5 percent while new home sales increased 4.0 percent.
- The total number of homes available for sale rose 3.2 percent to a 12-month high of 3,097,000 units. The months' supply of existing and new homes was basically unchanged from February – 9.8 months for existing homes and 7.0 months for new homes.
- Housing starts increased for the second straight month. New privately owned housing units started increased marginally to 1,543,000 units and are now at their highest level since last September.
- Existing single-family home prices increased 4.1 percent above a year ago to $88,700. By contrast, new home prices have retreated to $101,100, only 2.7 percent above last year's level.
- Affordability improved when a further decrease in interest rates helped nudged the affordability index from 113.7 to 114.2.

REALTOR®
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NATIONAL ASSOCIATION OF REALTORS®
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SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	.14	South	.35
Midwest	.28	West	.23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

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THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

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A ROLLING STONE

Home Sales. The very phrase conjures up images of a "for sale" sign being planted in a yard, followed in short order (one hopes!) by a "sold" sign, and finally by a moving van filled with a family's possessions rolling off to some new location. While the process is well understood, the motivations of home sellers and home buyers are more complex. Furthermore, these actions can and do materially affect the demographic character of an area.

While its findings are now a little dated, the Census Bureau recently released a study on migration patterns between 1980 and 1985. Fewer than six out of ten persons in 1985 were living where they had lived five short years earlier. We are truly a mobile society! Despite this remarkably high number, however, the poor economic conditions that prevailed during much of the period, coupled with relatively low levels of housing affordability had a pronounced effect, keeping migration levels well below what had been experienced in previous periods of the same duration. For example, in 1980 only 53 percent of the American public lived where they had in 1975. In 1975, only 51.5 percent were where they had been five years earlier.

A demographic note will explain some of the decrease in mobility as well. The American population is aging. The baby-boom generation is beginning to enter middle-age – a period when mobility drops as the workers become set in their careers. Earlier in their lives they may go away to college then return to their home town, but that would be caught in mobility. They typically move to their own apartment or house from their parent's home – again an element of mobility. Early adulthood is typically a time of household formation and recombination, which affects the demand for both rental and ownership housing. Now we may be looking at a period when stability rather than change is the rule of the day.

There was also a facinating geographic element to these moves since 1980. A few persons moved to the United States from abroad (both immigrants and Americans returning home). At the other extreme, only slightly more than half the movers began and ended the period in the same county. The rest, at least, changed counties within a state, and may have moved across country.

While the Census findings are informative and interesting, they cannot be used to compare homeowner moves to renter moves, and since the focus of this publication is on sales, I will move on to other information to help define this perpetual motion machine.

Fortunately, research completed last year by the NATIONAL ASSOCIATION OF REALTORS® allows us to shed some additional light on the reason for home purchases and where the home buyers are coming from.

Americans view homeownership as an integral part of the American dream. Consequently, the primary motivation for purchasing a home is related to satisfying that objective. The desire for the tax and investment advantages of homeownership, as well as the desire to stop paying rent were top-rated reasons. The need for a larger home, often to accommodate a growing family as well as forming a new household, place family reasons in second position as an inducement for moving into an owner-occupied home. Finally, in third place are job-related reasons – a transfer or a new job.

The Census study indicated that a large share of the movers were moving long distances. It seems that in many cases people move a long way, then rent long enough to settle on a neighborhood in which to buy, then make the purchase. Less than one-third of the purchasers in our study were long-distance movers. It must be pointed out, however, that some of these local movers may have been included in the Census long distance definition, because they may have moved from one county to another within a single metropolitan statistical area.

While the American people keep on the move, there is evidence to suggest that we are becoming less like a rolling stone and more prone to let the grass grow around our feet, if not moss. At any rate, when we put down roots and buy a home, it is usually near where we already live, and it is because we really WANT to own a home! For many young families the stumbling block is frequently the oft-mentioned and very real problem of affording the initial home – but more on that topic another month.

Glenn E. Crellin
Division Vice President

THE MARCH HOUSING MARKET

Housing markets, nourished by low interest rates, demonstrated further resiliency in March with increases in existing and new home sales volume and new home construction. Existing and new home sales volume advanced for the second straight month as existing home sales increased 2.5 percent to a 3,330,000 unit seasonally adjusted annual rate and new home sales rose 4.0 percent to an annualized rate of 655,000 units.

Regional comparisons reveal a mixed pattern of sales activity. Existing home sales volume was unchanged in the Northeast at a seasonally adjusted annual rate of 660,000 units while activity in the Midwest sales decreased 3.4 percent to an annualized rate of 860,000 transactions. Activity in the South rose a solid 6.7 percent to a 1,270,000 unit rate and month-to-month performance was best in the West with a 9.6 percent gain to a 570,000 annual clip. Despite this uneven month-to-month performance, volume was still below last year's level for all four regions.

Regionally, new home sales were mixed. Activity in the Northeast fell 12.5 percent to a seasonally adjusted annual rate of 98,000 units. A sharper drop occurred in the Midwest where sales decreased 18.9 percent to an 86,000 transaction pace. By contrast, sales picked up in the South and West where activity increased 8.4 percent to 272,000 units and 23.6 percent to 199,000 sales, respectively.

Inventory Available For Sale

The total inventory of homes available for sale increased by 95,000 units in March to a 12-month high of 3,097,000 units with existing and new home inventories each at their high for the period. In March, the supply of existing homes for sale advanced 80,000 to 2,720,000 units while the number of new homes available for sale rose 15,000 to 377,000 units.

The months' supply of homes on the market in March was essentially the same as February with no change in the supply of existing homes and a tenth of a months' decrease in the supply of new homes at 9.8 and 7.0 months, respectively.

Housing Construction

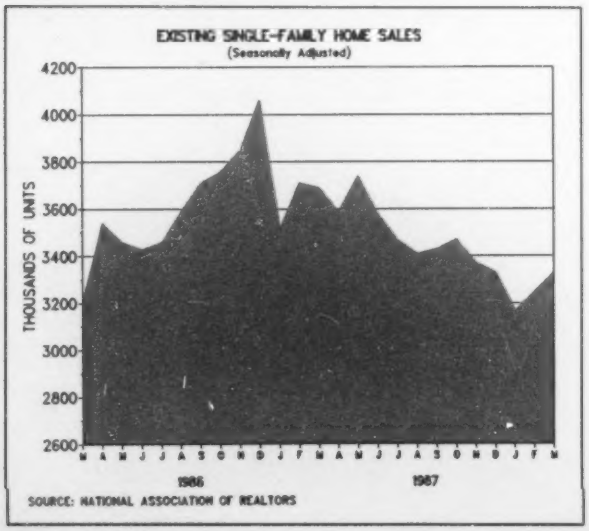
New home construction increased for the second consecutive month after reaching a 12-month low in January. Reasonably good demand for new homes, attractive mortgage financing and further improvement in the economy with unemployment at its lowest level in 8.5 years have encouraged builders to maintain a reasonably balanced supply of new homes – particularly one-unit structures.

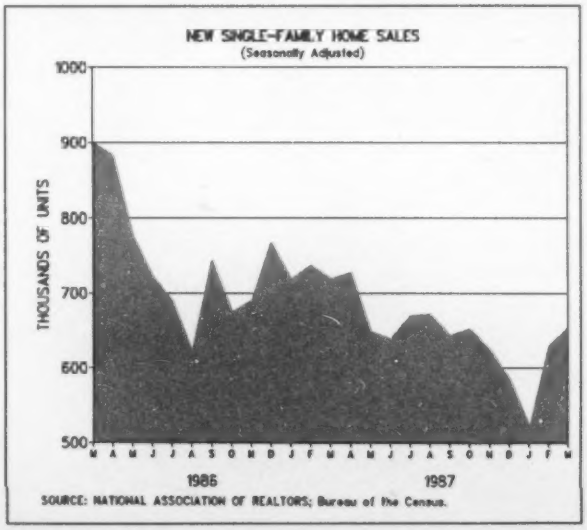
Builders have favored construction of one-unit structures over multifamily units with single-family housing starts now at their highest level since last September. The resulting 1,185,000 unit rate is still 1.7 percent below the level of a year ago. By contrast, the starts rate for buildings with five units or more is at its lowest level of the past six months – down 30 percent from a year ago.

Regional performances were mixed. Starts in the Northeast and South decreased 3.5 percent to a 300,000 rate and 5.8 percent to a 551,000 unit pace, respectively. Meanwhile, the rate of home construction in the Midwest increased a modest 2.7 percent to 266,000 units. The West made the strongest showing with an 18.7 percent jump to a 426,000 unit annualized rate.

Home Sale Prices

Existing single-family home prices continued their steady advance while new home prices retreated for the second straight month. The decline in new home prices appears to be an adjustment to changes in the composi-





tion of home sales rather than lower prices for equivalent homes.

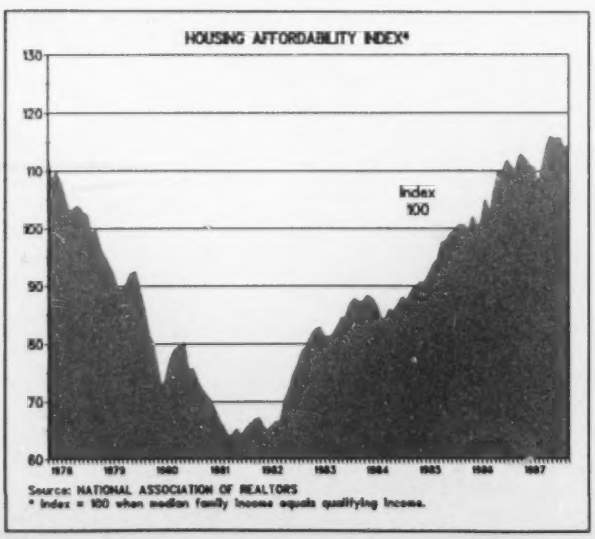
The median price of an existing single-family home increased $600 to $88,700, 4.1 percent above a year ago and setting a new all-time high. Prices in the regions were mixed with the Northeast posting a strong year-to-year increase of 11.0 percent to $143,100 and challenging the high of $145,800 reached in July of last year. The West also registered a relatively strong year-to-year gain of 10.6 percent to $117,100. Prices in the Midwest were down less than one percent from March 1987 to $67,800 while the median price rose 3.4 percent to $84,000 in the South.

New home prices have backed off considerably in the last two months. The median price of a new home dropped $9,100 in March to $101,100 after hitting a new high of $118,000 in January. Nevertheless, the median this month is 2.7 percent above a year ago.

Resale Housing Affordability

Housing affordability improved in March as lower mortgage interest rates and a slight increase in median family income combined to offset a small increase in the median price of a single-family home. Three successive monthly decreases in mortgage interest rates have helped to push the affordability index to 114.2 and it is now in the neighborhood of its 12 month high – 115.8 reached in October – after hitting a low of 107.5 in July. This current level may be hard to maintain, however, if present apprehension about increases in interest rates stemming from mounting inflationary pressure becomes a reality.

At the current index level a family earning the median family income of $31,526 had 14.2 percent more income than the bare minimum required to qualify for a conventional loan covering 80 percent of the median existing home price of $88,700.

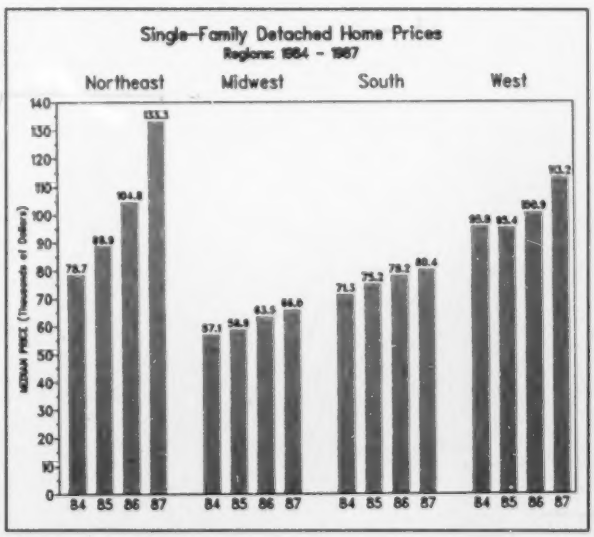


Condominium/Cooperative Resales

The apartment condominium/cooperative market rebounded in the first quarter of 1988 after dipping moderately in the fourth quarter of 1987. Nationwide condo/coop resales jumped 20 percent to a seasonally adjusted annual rate of 408,000 units, 18.6 percent above the first quarter last year. This strength appeared across all four regions of the country.

Regional comparisons show that the Northeast was the strongest of all with a 30.2 percent increase over the prior quarter to a 220,000 unit annual rate. Activity in the Midwest and West was up in excess of 12 percent to rates of 64,000 units and 37,000 units, respectively. Sales in the South, while trailing the others, gained a respectable 6.2 percent to 86,000 units.

Prices of apartment condos and co-ops were relatively strong at the national level and in three of the four regions. The overall price for the United States reached a new high of $81,500 with a gain of 4.1 percent from the prior quarter and a jump of 13.8 percent above the first quarter of a year ago. Regionally the Northeast led the way with a 29.8 percent year-to-year jump to a new high of $111,100. The West also posted a new high of $105,100, 18.1 percent above the first quarter of 1987. The median price in the South rose 6.2 percent to $65,300 while prices decreased a modest 2.9 percent to $57,600 in the Midwest.



State Home Resales

Total existing home resale volume for the United States decreased in the first quarter despite the strong showing by apartment condominiums and cooperatives. In the first quarter, total existing home sales slipped 1.9 percent to a 3,660,000 unit annualized rate, 8.0 percent below the level of a year ago. In addition, all four regions registered sales declines from a year ago with the Midwest down the most, 16.7 percent to a

950,000 unit rate. Sales in the Northeast retreated a moderate 2.3 percent to a 860,000 unit rate while volume in the South declined 5.9 percent to a 1,270,000 pace and sales activity in the West fell 6.4 percent to a 580,000 unit rate. State-by-state comparisons of resale activity show that over half the states reported year-to-year decreases in the first quarter of 1988. Of 28 states with decreases, 9 were down less than 10 percent while 19 were down 10 percent or more. For those reporting increases 15 were up as much as 9.9 percent while only eight reported increases of 10 percent or more.

Metropolitan Home Prices

One of the goals of this publication is to provide the readers with the broadest possible coverage of metropolitan area home prices, providing it is statistically reliable. We are pleased to report that there is now sufficient price information to add eight more metropolitan areas to this section of the *Home Sales* report. These are: Charleston, SC; Chattanooga; Honolulu; Knoxville; Lansing; New Orleans; Pittsburgh; and Riverside/San Bernadino. The addition of Honoluiu is particularly salutary because we can now provide collaborative documentation for its reputation of being among the highest priced cities of the United States, currently $198,400, and among those with the most rapidly increasing prices, up 14 percent from a year ago. This price pressure has been attributed to Japanese investors.

In reviewing the prices for the first quarter it can be noted that several of the "hot" areas have cooled a bit. Among these are Boston with a year-to-year increase of 4.0 percent in the first quarter after a 5.8 percent year-to-year increase in the fourth quarter of 1987. Similarly, Albany/Schenectady/Troy and Baltimore registered slowing rates of appreciation.

The depressed markets in the "oil patch" states have still not seen anything resembling a recovery in prices relative to the other metropolitan areas in the survey. Specifically, these are: Baton Rouge, Dallas/Ft. Worth, Denver, Houston, Oklahoma City and Tulsa—all still reporting declining home values.

STATE HOME RESALES
(Change from 1st Quarter 1987)

Down 10% or More		Down 0.1 - 9.9%	Up 0.1 - 9.9%		Up 10% or More
Alabama	Nebraska	District of Columbia	Connecticut	Pennsylvania	Alaska
Arkansas	New Hampshire	Illinois	Delaware	Rhode Island	Arizona
Colorado	New Mexico	Missouri	Florida	South Dakota	California
Idaho	New York	Montana	Hawaii	Texas	Georgia
Indiana	North Dakota	New Jersey	Iowa	Virginia	Kentucky
Kansas	South Carolina	North Carolina	Maine	Washington	Nevada
Louisiana	Utah	Ohio	Maryland		Vermont
Michigan	Wisconsin	Oregon	Massachusetts		West Virginia
Minnesota	Wyoming	Tennessee	Oklahoma		
Mississippi					

METROPOLITAN HOME SALES PRICE
(Change from 1st Quarter 1987)

Down		Up 0.1 - 4.9%		Up 5.0 - 9.9%	Up 10% or More
Albuquerque	Salt Lake City/ Ogden	Akron	Phoenix	Birmingham	Orange County(Anaheim/ Santa Ana MSA)
Baton Rouge	San Antonio	Albany/Schenectady/Troy	Portland	Chattanooga	Buffalo/Niagara Falls
Columbus	Tulsa	Baltimore	Riverside/San Bernadino	Chicago	Detroit
Dallas/Ft.Worth	West Palm Beach/ Boca Raton/Delray Beach	Boston	St. Louis	Cincinnati	Hartford
Denver		Charleston, SC	Syracuse	Grand Rapids	Honolulu
Des Moines		Cleveland	Tampa/St. Petersburg/ Clearwater	Jacksonville	Los Angeles Area
El Paso		Ft.Lauderdale/ Hollywood/ Pompano		Memphis	New York/Northern New Jersey/Long Island
Houston		Indianapolis		Milwaukee	Providence
Kansas City		Knoxville		Minneapolis/St.Paul	San Diego
Las Vegas		Lansing		Nashville/Davidson	San Francisco Bay Area
Louisville		Miami/Hialeah		Orlando	Washington, DC
Oklahoma City		Omaha		Rochester	
Philadelphia				Seattle/Tacoma	
				Toledo	

UNITED STATES SUMMARY

Year		Single-Family Home Sale (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$ 69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987		3,526,000	671,000	2,160,000	370,000	*	*	85,600	104,000
1987	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	$85,200	$ 98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	86,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	625,000	2,490,000	362,000	8.9	7.1	85,000	117,000
	Dec[r]	3,330,000	586,000	2,160,000	365,000	7.8	7.6	85,400	111,800
1988	Jan[r]	3,170,000	552,000	2,280,000	369,000	8.6	8.2	$87,400	$118,000
	Feb[r]	3,250,000	630,000	2,640,000	362,000	9.8	7.1	88,100	110,000
	Mar[p]	3,330,000	655,000	2,720,000	377,000	9.8	7.0	88,700	101,100

r Revised p Preliminary n/a not available * not applicable
Source: New home sales data from Census Bureau, U.S. Department of Commerce.

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	660,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	640,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan	3,170,000	610,000	920,000	1,090,000	530,000	191,000	37,000	48,000	73,000	31,000
	Feb[r]	3,250,000	660,000	890,000	1,190,000	520,000	220,000	40,000	66,000	81,000	34,000
	Mar[p]	3,330,000	660,000	860,000	1,270,000	570,000	303,000	54,000	84,000	115,000	52,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES (Billions of Dollars)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
1982		$160.2	$ 26.7	$ 29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987	Mar	$383.3	$103.0	$84.0	$122.2	$74.6	$34.0	$8.1	$7.9	$10.8	$6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Jan	$344.8	$ 89.7	$72.5	$108.0	$72.7	$20.8	$5.4	$3.7	$7.2	$4.2
	Feb[r]	361.1	97.9	68.6	122.4	72.2	24.0	5.9	5.1	8.3	4.7
	Mar[p]	370.4	101.2	66.6	130.4	79.5	33.7	8.3	6.5	11.8	7.2

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES (Not Seasonally Adjusted)

Year		United States	North-east	Midwest	South	West	United States	North-east	Midwest	South	West
				Median					Average (Mean)		
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$ 60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987	Mar	$85,200	$128,900	$68,300	$81,200	$105,900	$104,000	$142,200	$77,600	$ 94,000	$126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Jan	$87,400	$131,500	$67,800	$80,,700	$117,900	$108,700	$145,800	$78,800	$ 98,700	$137,100
	Feb[r]	88,100	135,600	67,300	84,800	118,600	110,400	147,700	77,200	103,000	138,500
	Mar[p]	88,700	143,100	67,800	84,000	117,100	111,400	154,000	77,700	102,700	138,500

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SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS (Percentage Distribution)

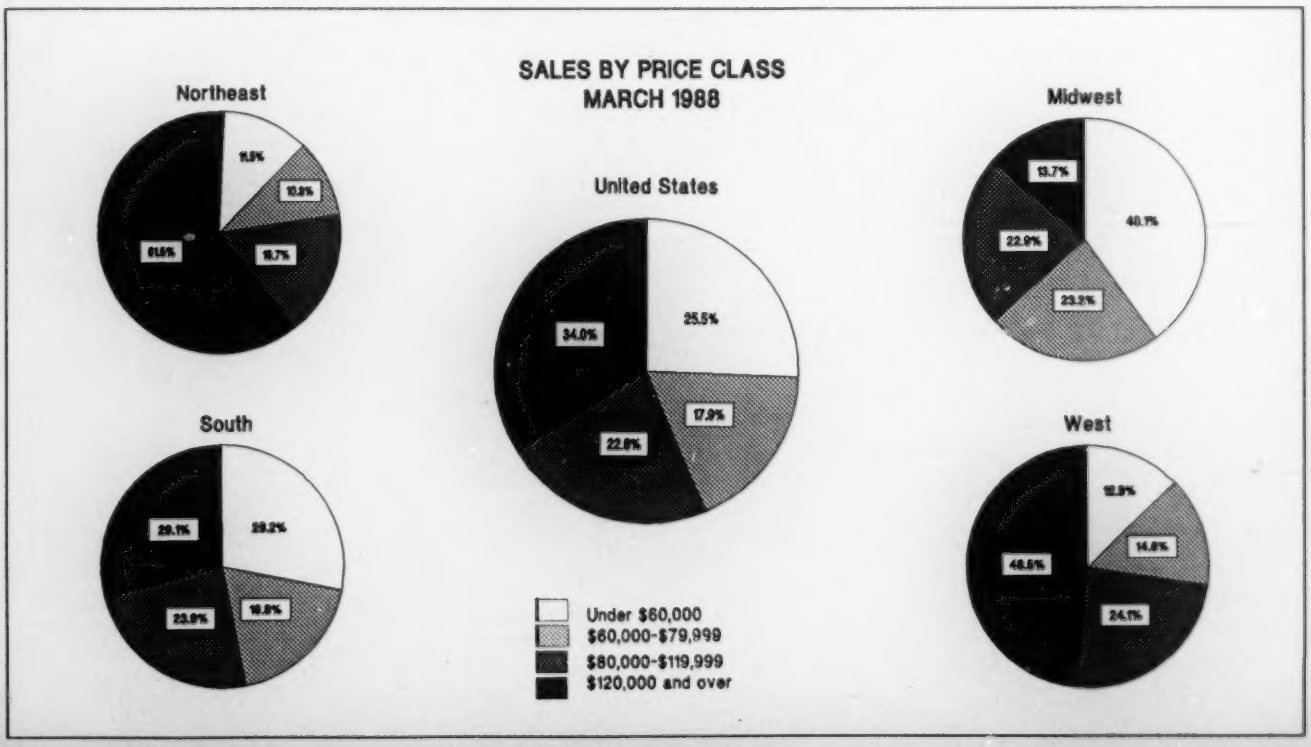
Price Class	Mar 1984	Mar 1985	Mar 1986	Mar 1987[r]	Mar 1988[p]
$ 19,999 or under	2.3	1.9	1.6	1.4	1.8
$ 20,000-$ 29,999	3.7	3.2	2.3	2.2	2.7
$ 30,000-$ 39,999	7.1	6.3	5.1	4.6	5.0
$ 40,000-$ 49,999	10.6	9.8	8.5	7.3	7.3
$ 50,000-$ 59,999	12.0	11.8	10.6	9.5	8.7
$ 60,000-$ 69,999	12.3	11.9	11.5	10.3	9.3
$ 70,000-$ 79,999	10.9	10.9	10.6	9.9	8.6
$ 80,000-$ 89,999	8.6	9.2	8.9	9.2	7.6
$ 90,000-$ 99,999	6.1	6.2	6.9	7.2	6.1
$100,000-$119,999	8.9	8.6	9.2	9.5	8.9
$120,000-$159,999	9.8	11.0	12.3	13.1	13.9
$160,000-$199,999	3.9	4.3	5.7	6.8	8.0
$200,000-$249,999	1.9	2.2	3.2	4.0	4.8
$250,000 and over	2.1	2.7	3.6	4.8	7.3
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$71,800	$74,600	$79,800	$85,200	$88,700

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS MARCH 1988[p] (Percentage Distribution)

Number of Bedrooms	United States	North-east	Midwest	South	West
2 Bedrooms or less	17.7	13.5	19.2	16.1	21.0
3 Bedrooms	53.8	48.4	55.8	56.5	50.1
4 Bedrooms or more	28.5	38.1	25.0	27.4	28.9
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS MARCH 1988[P] (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.8	1.1	3.4	1.7	0.6
$ 20,000 - $ 29,999	2.7	1.3	4.8	2.7	0.7
$ 30,000 - $ 39,999	5.0	1.8	8.3	5.8	1.9
$ 40,000 - $ 49,999	7.3	2.9	11.7	8.1	3.7
$ 50,000 - $ 59,999	8.7	4.4	11.9	9.9	5.9
$ 60,000 - $ 69,999	9.3	5.1	12.7	9.7	7.1
$ 70,000 - $ 79,999	8.6	5.2	10.6	9.1	7.5
$ 80,000 - $ 89,999	7.6	4.9	9.5	7.8	6.7
$ 90,000 - $ 99,999	6.1	4.4	6.3	6.5	6.3
$100,000 - $119,999	8.9	7.4	7.1	9.6	11.1
$120,000 - $159,999	13.9	19.7	7.9	14.1	17.4
$160,000 - $199,999	8.0	16.0	3.1	6.2	11.2
$200,000 - $249,999	4.8	10.8	1.4	3.7	6.8
$250,000 and over	7.3	15.0	1.3	5.1	13.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$88,700	$143,100	$67,800	$84,000	$117,100

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987									
Mar	$85,200	9.09%	$553	22.2%	$29,868	$26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	557	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan	$87,400	9.24%	$575	22.1%	$31,242	$27,586	113.3	102.4	120.1
Feb[r]	88,100	9.16	575	22.0	31,384	27,611	113.7	103.5	120.5
Mar[P]	88,700	9.08	575	21.9	31,526	27,602	114.2	105.1	121.8

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p Preliminary
* Effective rate on loans closed on existing homes-Federal Home Loan Bank Board.
** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987		361,000	189,000	64,000	78,000	31,000
1987	I	344,000	172,000	65,000	78,000	29,000
	II	374,000	197,000	65,000	79,000	33,000
	III	370,000	201,000	66,000	73,000	31,000
	IV	340,000	169,000	57,000	81,000	33,000
1988	I[p]	408,000	220,000	64,000	86,000	37,000

p preliminary

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Sales)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987		3,887,000	874,000	1,023,000	1,360,000	630,000
1987	I	3,980,000	880,000	1,140,000	1,350,000	620,000
	II	4,010,000	900,000	1,050,000	1,400,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	630,000
	IV	3,730,000	840,000	950,000	1,340,000	610,000
1988	I[p]	3,660,000	860,000	950,000	1,270,000	580,000

p preliminary

MEDIAN SALES PRICE OF APARTMENT
CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$ 61,300	$55,200	$62,000	$ 97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987		77,800	98,300	61,700	64,100	97,200
1987	I	$71,600	$ 85,600	$59,300	$61,500	$ 89,000
	II	77,700	97,400	59,300	69,000	95,800
	III	80,300	100,000	65,800	62,900	101,500
	IV	78,300	108,800	58,700	59,100	99,300
1988	I[p]	$81,500	$111,100	$57,600	$65,300	$105,100

p preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
				1987[r]				1988[p]
	1985	1986	1987[r]	I	II	III	IV	I
Alabama	59.7	60.8	59.7	59.2	63.9	57.1	59.2	52.4
Alaska	10.0	6.1	7.7	4.8	7.9	8.9	9.1	8.5
Arizona	71.7	73.8	67.3	45.5	84.4	68.6	65.9	53.4
Arkansas	49.8	52.8	48.2	50.7	52.4	46.8	44.0	37.9
California*	407.2	484.6	507.0	439.3	570.1	507.2	515.1	491.5
Colorado	49.3	47.5	46.7	56.3	50.7	40.2	41.8	38.6
Connecticut	56.0	52.0	52.5	51.7	49.9	54.5	50.8	53.6
Delaware	12.3	12.9	13.9	13.5	14.5	14.0	13.4	14.8
District of Columbia	9.9	11.6	10.5	12.3	10.1	10.4	9.3	11.3
Florida	151.3	169.4	184.2	160.1	186.4	179.8	206.1	168.9
Georgia	65.1	75.1	89.0	80.1	104.9	89.7	81.1	88.7
Hawaii	7.9	10.0	11.5	10.7	12.5	11.4	10.9	11.1
Idaho	11.5	11.3	10.9	13.2	10.6	9.4	11.3	10.6
Illinois	140.5	179.2	175.3	172.4	168.6	191.8	178.2	168.6
Indiana	90.1	86.1	89.8	100.2	99.2	83.5	75.2	82.5
Iowa	39.5	46.1	48.3	56.8	47.8	58.0	44.0	57.4
Kansas	47.4	54.4	54.4	62.9	56.0	49.0	47.9	53.6
Kentucky	57.7	58.6	64.1	51.8	63.4	62.8	78.3	66.6
Louisiana	44.1	34.0	40.4	44.0	39.8	41.2	37.8	33.7
Maine	27.1	30.8	35.2	29.5	39.5	35.1	33.4	30.2
Maryland	80.9	86.9	78.5	68.7	78.9	82.3	83.6	71.3
Massachusetts	80.5	84.6	100.5	86.5	113.7	97.2	100.4	92.8
Michigan	167.2	186.6	169.6	194.6	185.7	151.2	151.2	173.8
Minnesota	73.9	96.8	89.4	128.8	78.2	75.2	75.9	78.2
Mississippi	35.5	34.2	34.2	35.5	36.6	34.7	30.8	28.1
Missouri	85.8	88.4	88.4	96.5	90.4	81.3	83.3	93.5
Montana	11.1	11.9	11.6	10.7	12.4	10.5	12.6	9.9
Nebraska	24.5	25.5	23.3	31.0	26.5	20.3	20.3	26.2
Nevada	10.0	11.0	12.2	9.3	13.0	13.9	11.7	11.5
New Hampshire	19.3	20.3	19.2	23.0	13.4	20.4	22.5	17.3
New Jersey	148.8	159.6	157.3	163.1	169.4	160.5	130.0	148.8
New Mexico	19.8	19.5	20.0	21.0	21.3	19.9	17.1	16.8
New York	190.7	216.8	223.9	242.8	240.9	214.4	195.4	206.8
North Carolina	123.3	139.2	140.6	140.4	149.9	140.4	130.9	133.8
North Dakota	8.9	9.5	11.2	15.9	10.0	10.0	11.1	13.0
Ohio	162.5	179.9	180.9	189.6	189.6	166.4	174.1	185.7
Oklahoma	46.8	49.4	44.6	41.5	43.0	46.1	46.8	44.5
Oregon	39.3	45.0	48.5	48.7	45.4	47.4	50.0	48.0
Pennsylvania	210.8	258.3	259.5	267.8	229.8	286.8	275.7	269.4
Rhode Island	13.2	13.5	13.4	12.2	14.0	14.2	12.6	12.5
South Carolina	52.6	58.0	60.9	51.3	68.3	64.0	58.4	43.8
South Dakota	11.3	13.2	13.0	13.7	13.3	12.6	12.8	14.9
Tennessee	99.2	112.0	111.2	109.9	118.7	112.3	103.6	99.6
Texas	203.8	198.9	224.3	201.0	226.5	234.9	237.8	215.1
Utah	15.5	14.6	14.6	17.9	13.7	13.7	14.0	14.0
Vermont	9.9	12.4	13.6	12.8	15.9	13.1	11.9	16.1
Virginia	107.2	130.4	113.0	118.0	118.0	110.3	107.4	118.0
Washington	43.8	50.6	43.6	45.4	41.9	53.2	39.3	45.4
West Virginia	37.7	39.7	36.6	47.0	31.6	37.8	31.0	55.9
Wisconsin	65.5	76.9	73.3	83.1	76.1	59.8	71.4	68.3
Wyoming	6.5	6.1	6.0	6.7	6.6	4.8	6.1	5.1

* Provided by the California Association of REALTORS®.
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